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NATIONAL BROILER MARKET AT-A-GLANCE



Majority prices were unchanged in the West, unchanged to higher elsewhere. Trade sentiment was generally steady, occasionally better in parts of the Northeast. Demand was light to moderate into retail outlets, fair to good into fast food channels. Supplies were mostly adequate with some tightness on smaller sizes in the East. In the parts structure, breast items were sufficient to tight with strong movement. All other parts were in good balance to more available with mixed interest. In production areas, live supplies were moderate. Weights were desirable to heavy, mostly desirable.

Final report of prices negotiated for trucklot sales of ready-to-cook broiler/fryers delivered to first receivers at major market areas week of 2/28-03/04/00 (cents per lb)

| AREAS | US GRADE A | | COMPOSITE | | |
|---------------|-------------|-------|-----------|-------|-------|
| | MAJORITY | WTD | LOADS | WTD | LOADS |
| | | AVG | | AVG | |
| Bos/New Eng | 44.50-45.50 | 44.53 | 18 | 51.47 | 33 |
| Chicago | 40.00-43.00 | 43.37 | 47 | 46.44 | 82 |
| Cincinnati | TFEWR | — | — | 53.92 | 33 |
| Cleveland | TFEWR | — | — | 55.50 | 15 |
| Denver | 61.50 | 61.43 | 17 | 61.23 | 39 |
| Detroit | 41.00-44.00 | 45.30 | 11 | 49.96 | 49 |
| Los Angeles | 62.00 | 61.15 | 56 | 59.57 | 114 |
| New York | 42.00-45.00 | 43.49 | 41 | 49.93 | 77 |
| Philadelphia | 40.00-42.00 | 42.29 | 7 | 44.91 | 26 |
| Pittsburgh | 42.00-42.50 | 42.60 | 10 | 51.02 | 60 |
| St. Louis | 42.75-43.00 | 42.65 | 19 | 46.26 | 43 |
| San Francisco | 62.50 | 61.57 | 30 | 64.27 | 62 |

Composite 12 City Weighted Average

| | | | | |
|-------|----------|----------------|----------|----------|
| Loads | 02/28/00 | Change/Last Wk | 02/21/00 | 03/01/99 |
| 633 | 53.04 | 0.37 | 52.67 | 57.43 |

WOG BROILERS (without giblets) - prices paid per lb delvd to first receivers in trucklot and less than trucklot quantities.

| REGIONS | Majority | Wtd Avg | Loads |
|---------|-------------|---------|-------|
| East | 47.00-48.00 | 49.02 | 39 |
| Central | 46.00-51.00 | 50.07 | 60 |
| West | 48.00-64.25 | 57.16 | 51 |

Southeast Area FOB Dock Equivalent

| | | | |
|-------------|-------------|-------|----|
| Mississippi | 54.00-57.00 | 55.32 | 89 |
|-------------|-------------|-------|----|

GEORGIA F.O.B. DOCK PRICES The Georgia f.o.b. dock quoted price on broilers/fryers for this week's trading is 57.25 cents based on ice-packed USDA grade "A" sized 2 1/2 to 3 pound birds.

| LOADS | RANGE | MONDAY FINAL WTD AVG FOB DOCK OR EQUIVALENT |
|-------|-------------|------------------------------------------------|
| 1,048 | 40.00-60.00 | 56.18 |

The Georgia f.o.b. dock confirmed final weighted average prices on ice pack parts:

| ITEM | WTD AVG (CENTS PER POUND) | VOLUME (000 POUNDS) |
|------------------|------------------------------|------------------------|
| BREASTS - B/S | 136.00 | 4,119 |
| BREASTS - WHOLE | 67.00 | 2,095 |
| THIGH MEAT - B/S | 74.50 | 616 |
| LEG QUARTERS | 19.50 | 8,835 |
| WINGS | 52.00 | 3,038 |

THIS INFORMATION IS SUPPLIED BY THE GEORGIA DEPARTMENT OF AGRICULTURE'S POULTRY MARKET NEWS SERVICE.

NORTHEAST REGION BROILER/FRYERS Trucklot buying activity on ready-to-cook whole broiler/fryers was about fair. Offerings varied according to location and size and were adequate to occasionally tight. Retail and distributive movement was light to moderate. The market tone was mostly steady. In the parts complex, bone-in breasts continued tight and the balance was generally adequate.

SOUTHERN REGION BROILER/FRYERS Trade sentiment was mostly steady. Demand was fair to moderate reports of increased inquiries for wogs being made. Supplies were usually sufficient for trade needs. In the parts structure, trading for breast items was strongest with supplies well balanced to tight. Wings and dark meat were adequate to fully sufficient with light to fair movement. In production areas, live supplies were moderate. Weights were mostly desirable.

WESTERN REGION BROILER/FRYERS The market tone was about steady with the final majority prices unchanged from last week. Offerings of small weights in fair balance and confidently held, heavy weights fully adequate and discounted. Demand by stores moderate overall increased demand noted in the northwest region, fairly good by fast food. Dealers reported moderate weekend carryovers. The market tone was firm on bone-in breasts and generally steady on balance of parts. The Los Angeles negotiated WOG average was 49.33 up 1.95 from last week with the volume reported up 13 percent to 26 loads.

MIDWEST REGION BROILER/FRYERS Final majority prices for this week's trading were generally unchanged into all areas, except Ohio reporting TFEWR from last Tuesday's final. Whole fryer trade sentiment was steady. Offerings of additional product moderate. Movement into all channels was seasonal with fast food accounts providing fair to fairly good demand. Floor stocks were adequate to ample, sizes desirable. Parts trading mixed, best on wings and leg quarters. Offerings were adequate to short on whole breasts and adequate to fully adequate on the balance. Trade sentiment was steady to fully steady on breast items and barely steady on remainder.

DELMARVA BROILER/FRYER MARKET Movement of ready-to-cook whole birds was generally noted as moderate. Seller offerings were adequate to short on the 2.5 pound size; in generally good balance on the 3 pound and heavier weights. Live supplies were moderate; weights were mostly desirable to heavy. Processing schedules were moderately heavy. Less than trucklot asking prices were unchanged at 45 to 57 cents. Trade sentiment was fully steady to firm. In the parts complex, breast items were adequate to closely cleared. Leg quarters and wings were in fairly good balance. Drums were readily available at some points and thighs were short in some instances.

*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA

BRANDED U.S. GRADE A

| | |
|--------------------------|-------|
| RANGE | 43-66 |
| WEIGHTED AVERAGE | 49.40 |
| NO. OF BOXES | 9,970 |
| *6 of 8 plants reporting | |

NORTHEAST BROILER/FRYER PARTS Trucklot buying interest continued only fair as the week began. Offerings of bone-in breasts were mostly short to adequate and continued to command premiums. Boneless, skinless breasts were about adequate. All other parts were at least adequate. Retail and distributive movement was slow to moderate with best activity noted where features were in progress. The market tone was firm on bone-in breasts and generally steady on the balance.

PRICES PAID PER POUND, ICE PACKED AND CO2 PACKED BROILER/FRYER PARTS, DELIVERED TO FIRST RECEIVERS IN POOL TRUCKLOT AND TRUCKLOT QUANTITIES.

| ITEM | CURRENT NEG TRADING* | WTD AVG** | VOL/LBS |
|----------------------------|-------------------------|--------------|---------|
| BREAST - B/S | 130-135 | 133.81 | 399,280 |
| TENDERLOINS | 115-120 | 120.17 | 76,280 |
| BREAST - WITH RIBS | 61-62 | 68.59 | 167,880 |
| BREAST - LINE RUN | 61 | 65.29 | 219,200 |
| LEGS | 26-27 | 31.42 | 175,400 |
| LEG QUARTERS (BULK) | 15-16 | 18.49 | 270,924 |
| DRUMSTICKS | 36-37 | 33.69 | 74,880 |
| THIGHS | 21-22 | 23.92 | 92,520 |
| B/S THIGHS | 70-71 | 71.81 | 41,320 |
| WINGS (WHOLE) | 40-41 | 49.75 | 187,880 |
| BACKS AND NECKS (STRIPPED) | 10-12 | 12.00 | 40,200 |
| LIVERS (5 POUND TUBS) | 30-35 | 34.18 | 33,800 |
| GIZZARDS (HEARTS) | 55-60 | 59.05 | 51,360 |

INCLUDES NEW YORK CITY METROPOLITAN AREA, NORTHERN NEW JERSEY, MASSACHUSETTS, CONNECTICUT, RHODE ISLAND, AND PENNSYLVANIA (NORTHEAST OF HARRISBURG).

* TODAY'S NEGOTIATED SALES AS OF 11:30 A.M.

** WEIGHTED AVERAGE PRICE OF ALL GRADES AND BRANDS OF PRODUCT SHIPPED, OR TO BE SHIPPED AS OF 1:30 P.M.

ARKANSAS BROILER/FRYER PARTS

F.O.B. DOCK OR EQUIVALENT, ICED OR CO2 PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM | LBS (000) | RANGE | MAJORITY | WTD AVG |
|---------------------|---------------------|---------------|----------|------------|
| BREAST - B/S | 589 | 125.00-145.00 | 125-130 | 128.35 |
| TENDERLOINS | 206 | 115.00-172.00 | - | 139.21 |
| BREAST - WITH RIBS | 252 | 61.00-83.00 | 63-66 | 66.54 |
| FRONT HALVES | 520 | 51.00-58.00 | 55 | 55.38 |
| LEGS | NO TRADING REPORTED | | | |
| LEG QUARTERS (BULK) | 370 | 16.00-20.00 | 16-17 | 16.95 |
| LEG QUARTERS (4/10) | 2,073 | 18.75-21.00 | 18.75 | 18.79 |
| WINGS (WHOLE) | 169 | 38.00-61.00 | 38-42 | 42.66 |
| DRUMSTICKS | 624 | 29.00-45.00 | 29 | 29.61 |
| THIGHS | NO TRADING REPORTED | | | |

ESTIMATED SLAUGHTER OF BROILER-FRYERS (IN THOUSANDS)

| | ESTIMATE | ACTUAL | AVG WTS | ACTUAL | AVG WTS |
|----------|-----------|--------|---------|-----------|---------|
| | 02/28 | 02/24 | 02/24 | 02/21 | 02/17 |
| ALA | 3,888 | 3,663 | 5.05 | 3,816 | 4.95 |
| ARK | 5,220 | 4,899 | 4.98 | 5,081 | 4.84 |
| DELMARVA | 2,395 | 2,440 | 5.07 | 1,795 | 5.18 |
| KY-LA-TN | 1,906 | 1,953 | 4.33 | 1,860 | 4.31 |
| MISS | 2,780 | 2,754 | 5.05 | 2,614 | 4.97 |
| NC | 2,383 | 2,582 | 5.61 | 2,187 | 5.66 |
| TEXAS | 2,243 | 2,246 | 4.77 | 2,237 | 4.67 |
| TOTAL | 20,815 | 20,537 | 5.01 | 19,590 | 4.95 |
| MON | 20,815(A) | | | 19,590(A) | |

(A) Weekly cumulative for states listed above.

Broiler-fryer slaughter under federal inspection for 28-Feb 2000 is estimated to be 31,142,000 up 5.94 percent from a week ago and up 8.58 percent from a year ago.

(Last week 29,397,000, last year 28,682,000)

SOUTHERN STATES BROILER/FRYER PARTS F.O.B. DOCK OR EQUIVALENT, ICED OR CO2 PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LESS THAN TRUCKLOT VOLUME, CENTS PER POUND.

| ITEM | (000) | RANGE | MAJORITY | WTD AVG |
|---------------------|-------------------|---------------|----------|------------|
| BREAST - B/S | 579 | 124.00-180.00 | 125-130 | 130.01 |
| TENDERLOINS | 204 | 120.00-200.00 | - | 155.33 |
| BREAST - LINE RUN | 114 | 64.00-69.00 | 64-65 | 64.35 |
| FRONT HALVES | TOO FEW TO REPORT | | | |
| LEGS | 80 | 27.00-34.00 | 27-28 | 30.50 |
| LEG QUARTERS (BULK) | 501 | 16.00-19.00 | 16-17 | 16.49 |
| LEG QUARTERS (4/10) | 1,138 | 17.50-22.00 | 19-21 | 20.07 |
| WINGS (WHOLE) | 134 | 40.00-54.50 | 42-45 | 46.42 |
| WINGS (CUT) | 460 | 51.00-72.00 | 54-57 | 56.65 |
| DRUMSTICKS | TOO FEW TO REPORT | | | |
| THIGHS | TOO FEW TO REPORT | | | |
| B/S THIGHS | TOO FEW TO REPORT | | | |

WHOLE BODY INDEX BASED ON SOUTHERN STATES PARTS

TRADING FOR FEBRUARY 28, 2000 — F.O.B. DOCK.

| | TODAY'S RANGE | 5-DAY AVERAGE |
|--|------------------|------------------|
| | 36.50 - 38.50 | 37.14 |
| | | 36.34 |

The Index is intended solely as an indicator of values for commodity-type product and does not represent industry's willingness to sell or ability to buy.

MIDWEST REGION PARTS PRICES PER LB., ICE-PACKED POOL TRUCKLOT AND TRUCKLOT QUANTITIES DELIVERED TO IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, AND WI WEEK OF 02/28-03/03/00

| | Price Per Lb. | Mostly |
|----------------------------|-----------------|-----------------|
| BREAST - B/S | 123.00 - 140.00 | 125.00 - 130.00 |
| BREAST - LINE RUN | 59.00 - 70.00 | 61.00 - 64.00 |
| LEGS | 30.00 - 37.00 | 30.00 |
| LEG QUARTERS (BULK) | 16.00 - 22.00 | 16.00 - 18.00 |
| DRUMSTICKS | 27.00 - 50.00 | - |
| WINGS (WHOLE) | 39.00 - 50.00 | 42.00 - 44.00 |
| BACKS AND NECKS (STRIPPED) | 15.00 - 20.00 | - |
| LIVERS (5 POUND TUBS) | 25.00 - 38.00 | 30.00 - 35.00 |
| GIZZARDS (HEARTS) | 35.00 - 48.00 | 40.00 |

SOUTHERN CALIFORNIA (L.A. AREA) PROCESSED POULTRY, DELIVERED TO RESTAURANTS AND INSTITUTIONS

| | RANGE |
|----------------------------------|-------|
| WOGS 2# & UP - WHOLE | 75-89 |
| WOGS 2# & UP - CUT UP 8&9 PIECES | 78-95 |
| FROZEN HENS 5# & UP | 84-93 |
| FROZEN DUCKS | 135 |
| FROZEN SQUABS | 589 |

DELIVERED TO RETAILERS IN SOUTHERN CALIFORNIA (L.A. AREA)

| | |
|------------------|-------|
| FRESH FRYERS | 76-80 |
| ROASTERS 4# & UP | 77-90 |
| HENS UNDER 5# | |
| HENS OVER 5# | 79 |
| DUCKS | 125 |
| RABBITS-WHOLE | 299 |
| RABBITS-CUT UP | 309 |

SAN FRANCISCO PROCESSED POULTRY

DELIVERED TO RESTAURANTS AND INSTITUTIONS

| | | |
|------------------|----------|---------|
| FRESH FRYERS | DRY PACK | 104-108 |
| | ICE PACK | 92-96 |
| ROASTERS 4# & UP | ICE PACK | 104-107 |
| | DRY PACK | 112 |
| HENS OVER 5# | DRY PACK | 95 |
| | ICE PACK | 91 |
| DUCKS | | 149-166 |

EASTERN REGION PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND FOR DELIVERY WITHIN TWO WEEKS.

25-FEB-00

CHICKEN PRICES

-----FROZEN-----FRESH-----

| FAT | FOB | DELIVERED | FOB | DELIVERED |
|-------------|-------------|-----------|-------|-----------|
| CONTENT | DOCK | | DOCK | |
| 15% OR LESS | | | | |
| RANGE | 18.00-20.00 | - | 16.00 | 18.00 |
| WTD AVERAGE | 19.11 | | 16.00 | 18.00 |

490,000 pounds, this includes 50,000 pounds for export shipment.

CHICKEN PRICES, WITH ADDED SKIN

| | | | | |
|---------------------------------------------------------------------|-------------|-------|-------------|-------------|
| 15% OR LESS | | | | |
| RANGE | 15.00-16.00 | 16.00 | - | 15.00 |
| WTD AVERAGE | 15.38 | 16.00 | | 15.00 |
| 840,000 pounds, this includes 400,000 pounds for export shipment. | | | | |
| 15-20% | | | | |
| RANGE | 13.00-14.25 | - | 11.00-13.00 | 12.00-14.00 |
| WTD AVERAGE | 13.87 | | 11.22 | 13.28 |
| 1,656,000 pounds, this includes 400,000 pounds for export shipment. | | | | |
| 20% OR MORE | | | | |
| RANGE | - | - | - | 12.75 |
| WTD AVERAGE | | | | 12.75 |

520,000 pounds, this includes 0 pounds for export shipment.

* INCLUDES THE FOLLOWING STATES: CT, DE, FL, GA, MA, MD, ME, NC, NH, NJ, NY, PA, RI, SC, VA, VT, WV

SOUTH CENTRAL HEAVY LIVE HEN REPORT Trading levels were generally unchanged from the past week. Demand was moderate for at least adequate offerings of spent hens. Finished sales were fair. Schedules were normal. Trade sentiment was at least steady. HEAVY TYPE HENS (7 POUNDS AND UP) * FINAL PRICE, CENTS PER LB., GENERALLY FOR SLAUGHTER THE WEEK OF 28-FEB-00

| | RANGE | MAJORITY | WTD AVG |
|-----------------------|------------|----------|------------|
| AT FARM BUYER LOADING | 8.75-14.25 | 11-14 | 12.07 |

* WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

CENTRAL REGION PRICES NEGOTIATED FOR MECHANICALLY SEPARATED CHICKEN IN TRUCKLOT AND LESS THAN TRUCKLOT VOLUMES, CENTS PER POUND FOR DELIVERY WITHIN TWO WEEKS.

25-FEB-00

CHICKEN PRICES

-----FROZEN-----FRESH-----

| FAT | FOB | DELIVERED | FOB | DELIVERED |
|-------------|------|-----------|------|-----------|
| CONTENT | DOCK | | DOCK | |
| 15% OR LESS | | | | |
| RANGE | - | - | - | - |
| WTD AVERAGE | | | | |

0 pounds, this includes 0 pounds for export shipment.

CHICKEN PRICES, WITH ADDED SKIN

| | | | | |
|---------------------------------------------------------------------|-------------|-------------|-------------|-------------|
| 15% OR LESS | | | | |
| RANGE | - | - | 13.00 | 14.00 |
| WTD AVERAGE | | | 13.00 | 14.00 |
| 81,600 pounds, this includes 0 pounds for export shipment. | | | | |
| 15-20% | | | | |
| RANGE | 12.00-15.00 | 13.00-17.00 | 10.00-12.00 | 13.00-14.00 |
| WTD AVERAGE | 14.00 | 14.80 | 10.70 | 13.25 |
| 1,578,800 pounds, this includes 244,800 pounds for export shipment. | | | | |
| 20% OR MORE | | | | |
| RANGE | - | - | - | - |
| WTD AVERAGE | | | | |

0 pounds, this includes 0 pounds for export shipment.

* INCLUDES THE FOLLOWING STATES: AL, AR, IA, IL, IN, KS, KY, LA, MI, MN, MO, MS, ND, NE, OK, OH, SD, TN, TX, WI

SOUTHEAST HEAVY LIVE HEN REPORT Majority prices were unchanged when compared to a week earlier. Demand was light to good. Offerings increased but were still generally adequate for trade needs. The undertone was steady with a slight amount of caution noted.

HEAVY TYPE HENS (7 POUNDS AND UP) * FINAL PRICE, CENTS PER LB., GENERALLY FOR SLAUGHTER THE WEEK OF 28-FEB-00

| | RANGE | MAJORITY | WTD AVG |
|--------------------------|-------------------|------------|------------|
| AT FARM BUYER LOADING | 7-16 | 8.25-11.75 | 10.61 |
| AT FARM PRODUCER LOADING | TOO FEW TO REPORT | | |
| FOB PLANT | TOO FEW TO REPORT | | |

* WEIGHTS UNDER 7 LBS. SUBJECT TO DISCOUNT.

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